

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 07043 280926Z
ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W
-----281006Z 007965 /21

R 280740Z DEC 76
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 9409

UNCLAS STOCKHOLM 7043

E.O. 11652: N/A
TAGS: BTRA, SW
SUBJECT: FOREIGN BUYER PROGRAM: MR. ANDER F. HEDBRING, ALFA-LAVAL

1. MR. ANDERS F. HEDBRING, THE HEAD OF THE EFFECIENCY GROUP
STAFF OF ALFA-LAVAL AB, POSTFACK, S-147 00 TUMBA, HAS
ASKED THE EMBASSY FOR ASSISTANCE IN MAKING CERTAIN
BUSINESS CONTACTS IN THE US.

2. MR. HEBRGING, MR. BO ROHMERT WHO IS THE DATA PROCESSING
MEMBER OF ATLAS COPCO, AND TWO OTHER PERSONS ARE PLANNING
A TOUR TO THE US APRIL 11-24 TO STUDY COMPUTER OPERATIONS
IN ABOUT 5 TO 10 COMPANIES COMPARABLE TO ALFA-LAVAL AND
ATLAS COPCO, PREFERABLY LOCATED ON THE EAST COAST OR IN
CALIFORNIA. THEY ARE SEEKING IDEAS ON HOW TO IMPROVE
EFFICIENCY IN THEIR COMPUTER OPERATIONS, MANAGING DATA
PROCESSING AND PERIPHERAL EQUIPMENT AND METHODS. THEY
PARTICULARLY WANT TO STUDY THE FOLLOWING TOPICS:
--COMPUTER SCHEDULING (BATCH AND ON-LINE)
--PREPARATION OF COMPUTER PRODUCTION
--HANDLING AND DISTRIBUTION OF COMPUTER PRINT OUT
--TAPE HANDLING
--USAGE OF MASS STORAGE
--COMMUNICATION BETWEEN MINICOMPUTERS AND MAINFRAMES
--ORGANIZATION TO HANDLE DATA BASE UPDATING AND MAINTENANCE.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STOCKH 07043 280926Z

3. THEY ARE INTERESTED IN COMPANIES WITH OPERATIONS AND
STRUCTURE SIMILAR TO ALFA-LAVAL'S. THIS COMPANY MANUFACTURES
MECHANICAL PRODUCTS AND MARKETS THEM WORLDWIDE THROUGH ABOUT
60 SALES SUBSIDIARIES. THE COMPANY HAS ABOUT 30 MANUFACTURING
UNITS. ITS SALES TURNOVER IS \$1 BILLION. DATA PROCESSING AT
THE CORPORATE HEADQUARTERS IS PERFORMED ON AN IBM 370/158

PLUS TWO PDP-11. THEY HAVE A MIX OF ON-LINE AND BATCH SYSTEMS.
ITS DP ORGANIZATION TOTALS ABOUT 100 PERSONS.

4. WE WOULD APPRECIATE ANY ASSISTANCE THE FBP STAFF CAN OFFER IN ARRANGING APPOINTMENTS FOR THIS GROUP. ALTHOUGH THIS VISIT WILL NOT RESULT IN ANY IMMEDIATE PURCHASES, BOTH FIRMS ARE SIGNIFICANT CUSTOMERS FOR US EXPORTS AND FUTURE IMPROVEMENTS IN THEIR DATA SYSTEMS WILL UNDOUBTEDLY ENTAIL LARGE INVESTMENTS IN US EQUIPMENT AND PERIPHERALS.

5. ALFA-LAVAL RANKS AS NUMBER 21 AND ATLAS COPCO AS NUMBER 25 AMONG THE LARGEST SWEDISH COMPANIES. A WTDR, WHICH WAS PREPARED ON ALFA-LAVAL IN SEPTEMBER 1975 IS STILL GENERALLY VALID.

SMITH

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 28 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STOCKH07043
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760473-0877
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976128/aaaaahav.tel
Line Count: 75
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: vogelfj
Review Comment: n/a
Review Content Flags:
Review Date: 08 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 JUN 2004 by chengls>; APPROVED <27 DEC 2004 by vogelfj>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER PROGRAM: MR. ANDER F. HEDBRING, ALFA-LAVAL
TAGS: BTRA, SW, US, (HEDBRING, ANDERS F)
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006